

The Fall and Spring Sales of Exchanged Pianos at Aeolian Hall have attained their great reputation as the logical result of conditions which apply here and nowhere else. For the high character, reasonableness of price (intrinsic value considered), and, above all, for the splendid condition of the individual instruments, the Piano Sales at Aeolian Hall are unparalleled in the entire piano trade, and are therefore awaited with interest.

The AEOLIAN CO. announces its

## Annual Fall Sale of Exchanged PIANOS and PIANOLAS

### Remarkable for Quality and Condition

THE prices of the pianos in this Sale are alone enough to command the attendance of every intending piano purchaser within a radius of two hundred miles of New York.

But the great inducement of this offering—greater even than the prices—is the **extraordinarily fine condition** of the individual instruments.

The first thought in the mind of any person who contemplates buying an exchanged piano is: "What is its condition?" No matter how low the price, the inducement to purchase is lacking if *high quality* and *good condition* are not present.

Therefore, we emphasize first and foremost, **QUALITY and CONDITION**. Read the names of the high-grade manufacturers represented and then see for yourself how modern are the cases, how nearly new is the appearance of the entire collection.

You need not hesitate to buy one of these pianos on account of previous use. You will find here *piano after piano* that looks as good, that sounds as good, and that is as good as the instruments standing to-day in the very best homes you know.



### Taken in Exchange for the Pianola Piano

TO appreciate fully the extent of this opportunity, you must understand how it is that these pianos happen to come into our hands to be resold.

Their owners' relinquished them not because unsatisfactory in any detail, but **solely because they preferred the Pianola Piano** and were willing to pay the additional money which that wonderful instrument commands.

How many people do you suppose there were in Greater New York and its environs, before the invention of the Pianola, who owned good pianos that they were *unable to play*? Thousands upon thousands.

These are the pianos that are in this sale. They were exchanged for the Pianola Piano, that carries the ability to play with it.

Thus it is that Aeolian Hall has become virtually a clearing-house for a grade of pianos that under *no other imaginable circumstances* would come into the open market, and that are so far superior to the used pianos offered elsewhere as to make comparison impossible.

#### Weber Uprights

	Original Price	Special Price
Weber.....	\$540	\$445
Weber.....	500	385
Weber.....	600	475
Weber.....	575	430
Weber.....	500	390
Weber.....	550	280

#### Weber Grands

Weber Parlor Grand.....	1000	395
Weber Parlor Grand.....	1000	340
Weber Parlor Grand.....	1000	390
Weber Small Grand.....	750	610
Weber Baby Grand.....	950	725
Weber Baby Grand.....	950	650
Weber Baby Grand.....	950	750

#### Chickering Uprights

Chickering.....	700	395
Chickering.....	850	220
Chickering.....	850	225

#### Chickering Grands

Chickering Parlor Gr'd.....	1000	395
Chickering Parlor Gr'd.....	900	260
Chickering Parlor Gr'd.....	900	275

#### Gabler Uprights

Gabler.....	400	215
Gabler.....	450	190
Gabler.....	375	175
Gabler.....	400	190
Gabler.....	400	230
Gabler.....	450	290

#### Knabe Uprights

Knabe.....	450	250
Knabe.....	750	325

Easy Monthly Payments.

#### Steinway Uprights

	Original Price	Special Price
Steinway.....	\$850	\$460
Steinway.....	650	390
Steinway.....	750	425
Steinway.....	600	325
Steinway.....	500	235
Steinway (Vertegrand).....	550	450

#### Steinway Grands

Steinway Baby Grand.....	750	325
Steinway Parlor Grand.....	1100	750
Steinway Baby Grand.....	900	600

#### Steck Uprights

Steck.....	475	300
Steck.....	375	165
Steck.....	475	330
Steck.....	475	330
Steck.....	500	350
Steck.....	525	360

#### Steck Grands

Steck Concert Grand.....	1000	275
Steck Parlor Grand.....	900	625
Steck Demi Grand.....	650	500
Steck Baby Grand.....	750	425

#### Kranich & Bach Uprights

Kranich & Bach.....	450	225
Kranich & Bach.....	500	325
Kranich & Bach.....	450	215
Kranich & Bach.....	450	240

#### Hardman Uprights

Hardman.....	500	300
Hardman.....	500	310
Hardman.....	450	275
Hardman.....	400	240
Hardman.....	450	225

Easy Monthly Payments.

#### Hazeltan Uprights

	Original Price	Special Price
Hazeltan.....	\$400	\$155
Hazeltan.....	400	155
Hazeltan.....	400	160
Hazeltan.....	500	200

#### Fischer Uprights

Fischer.....	350	165
Fischer.....	425	300
Fischer.....	400	190
Fischer.....	400	195
Fischer.....	375	190

#### Haines Bros. Uprights

Haines Bros.....	350	170
Haines Bros.....	350	160
Haines Bros.....	325	155
Haines Bros.....	350	145
Haines Bros.....	350	165
Haines Bros.....	350	165

#### Wissner Uprights

Wissner.....	350	200
Wissner.....	410	235
Wissner.....	450	235
Wissner.....	430	205

#### Miscellaneous Uprights

Wheelock.....	325	205
Wheelock.....	350	175
Bradbury.....	400	215
Bradbury.....	400	210
Emerson.....	375	195
Hallet & Davis.....	350	130
Hallet & Davis.....	500	245
Sterling.....	350	135
Sterling.....	350	165
Irving.....	250	140
Booth Bros.....	300	155
Bachmann & Son.....	300	165
Starr.....	325	155

Easy Monthly Payments.

#### Miscellaneous Uprights

	Original Price	Special Price
Mason & Hamlin.....	\$500	\$195
Waters.....	250	135
Peck & Son.....	275	145
Bollermann & Son.....	325	165
Ellis & Co.....	325	140
Decker Bros.....	450	195
Bush & Gerts.....	325	160
Rodda.....	275	90
Krell.....	350	170
Baus & Co.....	400	170
Baus & Co.....	400	160
Schoningher.....	350	155
Weser Bros.....	275	145
Rice & Hinze.....	275	140
Schubert.....	275	135
Aeolian.....	250	90
Klauer.....	275	135
Krell.....	350	165
Stieff.....	400	190
Pease.....	375	190
Pease.....	350	165
Behr Bros.....	450	190
Behr Bros.....	450	180
Decker & Son.....	325	155
Decker & Son.....	375	190
Schomaker.....	325	155
Whitney.....	300	145
Needham.....	300	165
Winterroth.....	275	145
McPhail.....	350	190
Standard.....	300	145
Stultz & Bauer.....	350	215
Munk.....	375	225
Luckenbach.....	275	115
James & Holstrom.....	275	130
Howard.....	275	165
Hertlich.....	250	125
Leckerling.....	300	145
Taylor & Son.....	275	160
New England Baby Gd.....	700	260

Easy Monthly Payments.

### Summary of the Sale

13 Webers.....	\$250 up..	were \$500 up
9 Steinways.....	235 up..	were 500 up
9 Stecks.....	165 up..	were 375 up
6 Chickering.....	220 up..	were 550 up
5 Hardmans.....	225 up..	were 400 up
4 Kranich & Bach.....	215 up..	were 450 up
6 Gablers.....	175 up..	were 375 up
5 Fischers.....	165 up..	were 350 up
2 Knabes.....	250 up..	were 450 up
4 Hazeltans.....	155 up..	were 400 up
6 Haines Bros.....	145 up..	were 325 up
4 Wissners.....	200 up..	were 350 up

And 68 other Pianos from \$80 up.

### Exchanged Pianolas at \$125

Although sold at a saving of \$125, they are fully guaranteed the same as new Pianolas. \$12 Down and \$6 a Month, with Moderate Interest Added

Any instrument purchased in this Sale may be exchanged at its full purchase price for a new instrument of our own make at any time within three months.

**The AEOLIAN CO., AEOLIAN HALL,**

263 Fifth Avenue, Near 34th Street, New York

Very easy monthly payments will be accepted on any instrument in this Sale. Moderate interest only is charged on time payments.